

Message Text

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FM AMEMBASSY GEORGETOWN

TO SECSTATE WASHDC NIACT IMMEDIATE 648

C O N F I D E N T I A L GEORGETOWN 2163

EXDIS

E.O. 11652: GDS

TAGS: EINV, EMIN, GY

SUBJECT: REYNOLDS GUYANA

FOR MAYS FROM HUNT

DEPT PASS OPIC

1. THOUGHT SHOULD BE GIVEN TO PROCESS BY WHICH REYNOLDS' PARTICIPATION IN SETTLEMENT CAN BE OBTAINED IN TIMELY WAY IF DEVELOPMENTS WITH GOG PROVIDE OPPORTUNITY. BELIEVE GOG RESPONSE TO DRAFT AGREEMENT, IF IT SHOWS ANY FORWARD MOVEMENT AT ALL, SHOULD BE REGARDED AS START OF DYNAMIC BARGAINING PHASE WHICH SHOULD BRING AGREEMENT (IF ONE IS OBTAINABLE AT THIS STAGE) BY THE WEEKEND.
2. SEE NO REAL ADVANTAGE (AND SOME RISK) IN HAVING REYNOLDS REPS ENGAGE IN DIRECT NEGOTIATIONS WITH GOG AT THIS LATE STAGE. WE SHALL, HOWEVER, NEED TO BE ASSURED OF NECESSARY ACCESS TO REYNOLDS' OFFICIAL WITH SIGN-OFF AUTHORITY, AS WELL AS QUICK-RESPONSE SUPPORT FROM REYNOLDS STAFF FOR THE NEXT FEW DAYS. NOTE, ALSO, THAT AGREEMENT WITH GOG WILL HAVE TO BE SIGNED BY OR ON BEHALF OF REYNOLDS. WHILE LLOYD LUCKHOO COULD PROBABLY BE AUTHORIZED TO SIGN FOR COMPANY, BELIEVE HIGH COMPANY OFFICIAL SHOULD BE PREPARED TO COME TO GEORGETOWN TO SIGN, LEST QUESTION OF "FACE" UPSET AGREEMENT.
3. HAVE AVOIDED GIVING AGREEMENT DRAFT TO REYNOLDS, THINKING

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THAT MATTER BEST PRESENTED TO THEM ONLY AFTER GOG RESPONSE GIVES

IT SOME SUBSTANCE. SUGGEST YOU ASK GOLDBERG TO KEEP DRAFT TO HIMSELF FOR SAME REASONS. MY HESITATION REGARDING FURTHER GOLDBERG INTERVENTION AT THIS STAGE WAS CONCERN THAT WE HAVE YET TO GET GOG TO PUT ANYTHING ON THE TABLE AND THERE WOULD BE DANGER THAT ANY SUCH CONTACT WOULD DEVELOP OR BE INTERPRETED AS INDICATION OF READINESS TO MOVE BEYOND LAST FIGURES PRESENTED BY GOLDBERG. IF GOLDBERG CONTACTS BURNHAM TODAY, BELIEVE PRIME OBJECTIVE SHOULD BE TO CONVINCE PM TO REVIEW MATTER WITH AMBASSADOR AND HUNT BEFORE TAKING TO CABINET. ALMOST CERTAINLY THERE WILL BE ANOTHER, LATER OPPORTUNITY FOR GOLDBERG TO INTERVENE TO TRY TO CLOSE A NUMBERS GAP.

4. SUGGEST GILBERT DRAFT AGREEMENT BETWEEN OPIC AND REYNOLDS IN FORM REQUIRED TO BACK-UP A REYNOLDS-GOG SETTLEMENT ON BASIS OF DRAFT TABLED DEC 6, RECOGNIZING NEED TO ADJUST DRAFT LATER TO CONFORM TO ACTUAL DEAL. GILBERT SHOULD ALSO HASTEN RESPONSE TO GEORGETOWN 2159 AND CONFIRM AND COMPLETE BY CABLE THE TELEPHONE RESPONSE TO GEORGETOWN 2157.

5. ONE POSSIBILITY TO BE KEPT IN MIND, SHOULD DEVELOPMENTS WARRANT, IS FOR MAYS AND MCCONNELL OR RICHARD REYNOLDS TO COME TO TRINIDAD TO FACILITATE FINAL BARGAINING. ALTERNATIVELY, HUNT COULD GO TO TRINIDAD WHERE TELEPHONE COMMUNICATION WITH REYNOLDS AND WASHINGTON MIGHT SPEED RESOLUTION OF ISSUES.

6. GOG TEAM DID NOT AGAIN RAISE IDEA OF KWAKWANI-EVERTON SPLIT AFTER DEC 5 MEETING, BUT IT WILL VERY LIKELY REAPPEAR, AT LEAST AS AN ALTERNATIVE PROPOSAL. SUGGEST OPIC DO WHAT IT CAN TO GET BETTER DEFINED PRESENTATION OF REYNOLDS' REQUIREMENTS IN THIS AREA. KREBS

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